



***“Going Global”* - Build your Business Profitability**

The Small Business International Trade Center (SBITC) in collaboration with local, state, and federal partners is offering the Going Global Series in 10 bi-weekly training sessions in 2005.

You Need this Export Development Program, if

- **Your Company is established in the U.S. *and***
- **You want to enter the international marketplace *or***
- **Expand your business into new markets overseas *or***
- **You have had international inquiries for products**

“Going Global”

Program Dates & Content – Spring 2005

February 18: Orientation / Assessment and Planning
March 4: Identifying / Selecting Markets & Partners
March 18: Negotiation, Pricing and Cultural Considerations
April 1: Legal, Tax and Accounting Considerations
April 15: Logistics and Documentation
April 29: Getting Paid/Risk Management and Finance
May 13: Global Supply Chain Management
May 27: Sustaining Your Global Success
June 10: What's Next & Wrap Up Celebration

“Going Global”

International Trade Certificate Program Small Business International Trade Center

Contact:

Tom Lowles 503-978-5080 / 503-288-1366 fax

Program Time:

8:00 a.m.—11:00 a.m.

Fee: \$499

(\$250 additional person)

Program Location:

Food Innovation Center
1207 NW Naito Parkway
Portland, OR 97209
(Near the intersection with NW Ninth)

This Program is partially funded under a grant Portland Community College received from the U.S. Department of Education, Business & International Education Program.



***“Going Global”* REGISTRATION FORM**

To register FAX to 503-288-1366

- ***Ten sessions with experienced trade professionals***
- ***One-on-One meetings with SBITC trade advisors***
- ***Interns to assist in your export business expansion***

COMPANY Name: _____

Contact: _____

Address: _____

Phone: _____

Fax: _____

Email: _____

Web Site: _____